

40mm Industry Day III

Opening Remarks



William Sanville

**Project Manager - Maneuver Ammunition
Systems**

19 May 2004



Acquisition Strategy

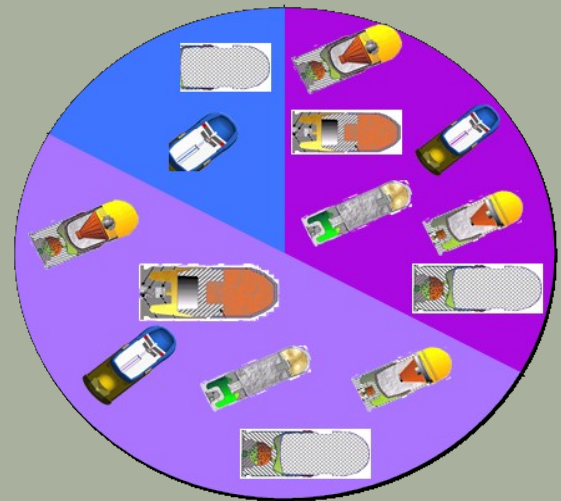
- ✓ **Systems Buy of 6 Cartridges**
- ✓ **100% Restricted to Small Business**

- ✓ **Encourage Small Businesses to Team**

- ✓ **Award 2-3 Long Term Contracts**
- ✓ **Base Year Plus 4 One Year Options**

- ✓ **Mirror Systems Buy**

**2-3 8a
Contracts**



**4-6 Total
Contracts**

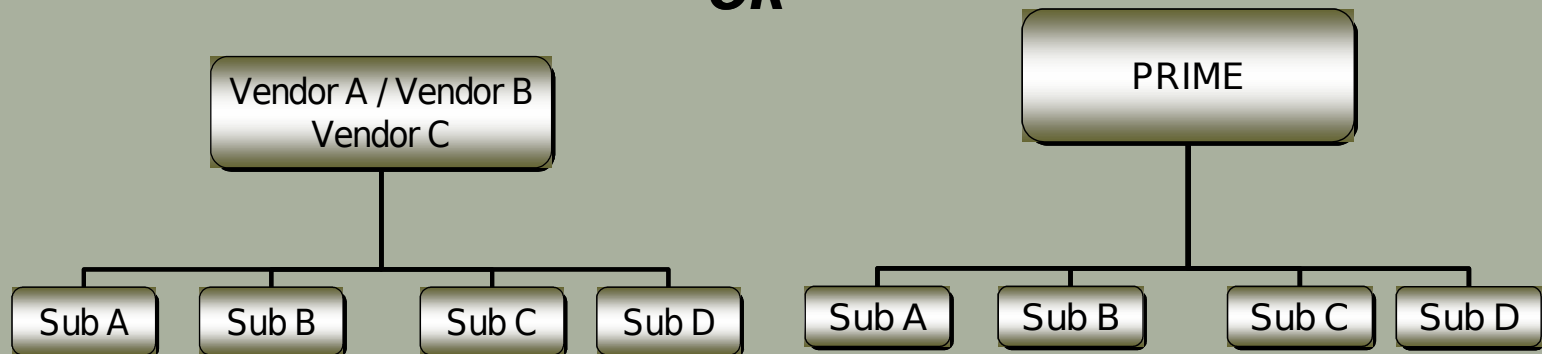
- SBSA/ Split TBD
- SBSA/ Split TBD
- 8a

No Change in Strategy From Industry Day II

Teaming Possibilities

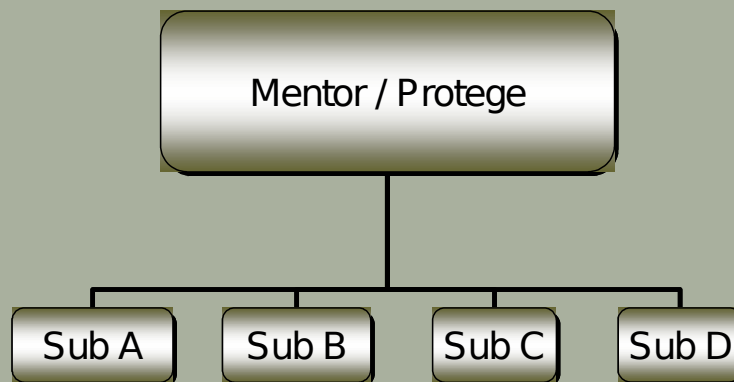
Joint Venture

OR



OR

Mentor / Protege



Joint Venture

Government Concern

- **As of Early May American Ordnance Reported Two Contractors had Visited Milan Army Ammunition Plant to tour and discuss issues**
 - **Load Assemble and Pack along with Integration and Test Functions are key elements of FY05 contract**

Failure to Properly Prepare Could Result in a Poor Proposal

Critical Milestones

Draft RFP Issued	Jul 04
Receive comments	Aug 04
Issue RFP	Sep 04
Proposals Due	Oct 04
Award	Dec 04

**Only 163 Days Left Until Proposals
are Due
Time is Running Short**